

2.4 Use of Subcontractors

Why the Northrop Grumman Team? Northrop Grumman has assembled a Team of ideal companies selected for their ability and capabilities to help VITA successfully transform to a nationally recognized utility. Each team member contributes experience, resources, and capabilities that are critical to VITA's success.

Instructions to Vendors: Use the table below for each subcontractor.

When the program commences, the Northrop Grumman Team will be using the subcontractors named below. Because this is a dynamic effort, as VITA grows and new services and agencies are added, we will adjust our subcontracting strategy to meet changes in demand. As needs are identified, we will add Virginia-based specialty or “niche” subcontractors to the Team, which will continue to contribute to economic growth for the Commonwealth.

Northrop Grumman operates a Socio-Economic Business Programs Office. All sectors of the company staff Small Business Liaison Offices to provide dedicated assistance to SWAM firms interested in contracting with us.


2.4.1 The Northrop Grumman Team

Northrop Grumman is proposing an integrated Team that has supported VITA on this procurement for over 2 years. The Team has an extensive and detailed understanding of VITA's needs, “pain points,” and requisite solution for a successful transformation into a 21st-century model for IT governance and operational excellence.

Our Team has a significant presence in the Commonwealth; collectively, the Northrop Grumman Team has more than 46,000 employees and their families who live and work in Virginia. As a whole, the Team has robust capabilities in all areas essential to achieving VITA's vision of providing outstanding service and technology solution to support customers and address business needs with an effective and innovative system. All Team members are financially sound and are increasing their state and local business portfolios.

The Northrop Grumman Team consists of highly qualified companies—companies with critical capabilities that will further ensure the success of this vital program. A list of our team members and the expertise they bring to of the Northrop Grumman Team are shown in **Exhibit 2.4-1**.

The Northrop Grumman Team is committed to making extensive use of SWAMs in both the delivery of technical services and facility construction to bring an infusion of jobs and business opportunities for SWAMs. We have also structured a partnership that will create high-technology jobs in **Redacted** Virginia. In addition, construction of two new facilities in **Redacted** will provide an increased tax base to local communities.

Team Member	Expertise
 invent	HP was selected for expertise in Technology Innovations, Single Sign-on, Data Center/Server Consolidations, and Enterprise E-mail/Network Consulting.
Booz Allen Hamilton <hr style="width: 150px; margin-left: 0;"/>	Booz Allen Hamilton is well-known for its expertise in Organizational Change Management, Business Process Re-engineering and Communications.




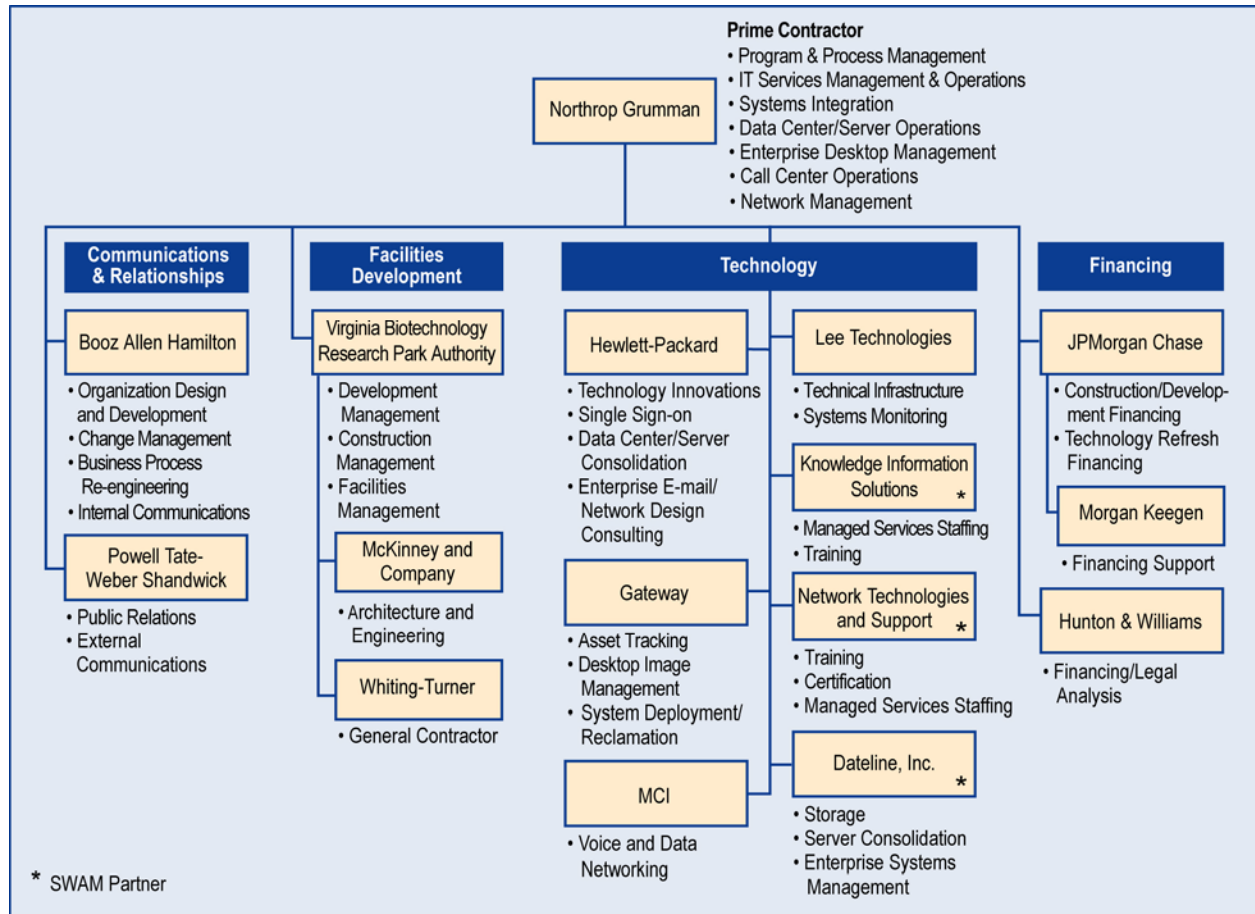
Team Member	Expertise
	MCI is a world-class leader in Network Solutions.
	Gateway brings experience in Asset Tracking, Desktop Image Management, Deployment, and product reclamation.
	Powell-Tate is experienced in Public Relations and External Communications.
	Knowledge Information Solutions provides Managed Services Staffing.
	Network Technologies offers expertise in Training, Certification and Managed Services Staffing.
	Dataline, Inc. brings expertise in Storage, Server Consolidation and Enterprise Systems Management.
	Virginia BioTechnology Research Park Authority is experienced in Development, Construction and Facilities Management.
	McKinney and Company provides Architecture and Engineering expertise.
	Whiting-Turner provides General Contractor Services.
	JPMorganChase provides Construction/Development and Technology Refresh Financing.
	Morgan Keegan & Company provides Financing Support.
	Hunton & Williams is experienced in Financial/Legal Analysis
	Lee Technologies provides data center infrastructure and systems monitoring.

Exhibit 2.4-1 The Northrop Grumman Team

Our Team consists of companies with the experience and expertise to ensure program success.

Exhibit 2.4–2 shows the key members of the Northrop Grumman Team and identifies their roles in supporting the partnership with VITA.



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Exhibit 2.4-2 Northrop Grumman Primary Team Partners/Roles

Members of the Northrop Grumman Team are recognized throughout the industry and in Virginia as leading providers of the products and services VITA requires.

The sections that follow contain additional information on all members of the Northrop Grumman Team.

2.4.1.1 Hewlett-Packard Company

Hewlett-Packard (HP) helps clients transform their business processes through the application of our Information Technology Service Management (ITSM) best-practice process methodology, experienced consulting services and innovative products. Hewlett-Packard (HP) delivers vital technology solutions spanning IT infrastructure, personal computing and access devices, global services, and imaging and printing for consumers, enterprises, and small and medium business. HP is an \$80B corporation employing 1,600 Virginians in 11 offices across the Commonwealth. HP has more than 60 years of experience serving the technology needs of the public sector, helping governments and others working in the public interest to lower their costs, increase efficiencies, and serve their citizens, businesses, and other government agencies better. HP's extended infrastructure offering, the Adaptive Enterprise platform, delivers enterprise wide products and services that emphasize standardization, virtualization, simplification, modularity, and integration, and provides the most cost-effective infrastructures that can flexibly adapt to changing business dynamics.

In addition, HP Labs provides a central research function for the company focused on inventing new technologies that change markets and create business opportunities. HP's annual Research & Development investment of nearly \$4B fuels the invention of products, solutions, and new technologies. One of the Labs' research areas is next-generation computing—using industry-standard components to develop an adaptive IT infrastructure that automatically and securely moves, balances, shares, and reuses computing resources as needed.

The HP-Compaq merger was forecast to save \$2.5B in annualized savings after year 2 of the merger (by May of 2004). In reality, using the principles of Adaptive Enterprise, HP was able to obtain \$3.5B in annualized savings by May of 2003. More important, the merger positions HP as number 1 or 2 in every market it chooses to participate in, with market share growing. HP helps transform clients' business processes through our Information Technology Services Management ITSM methodology, consulting services and innovative products. **Exhibit 2.4-3** provides an overview of HP.

Subcontractor Name	Hewlett Packard Company
Fiscal 2004 Company Revenue	\$79.9B
Fiscal 2004 Company Net Income	\$3.5B
Company ownership (i.e. private/public, joint venture)	Publicly traded (NYSE: HPQ)
Headquarters Location	3000 Hanover Street Palo Alto, CA 94304–1185
Date Founded	HP was incorporated in 1947 under the laws of the State of California as the successor to a partnership founded in 1939 by William R. Hewlett and David Packard.
Number of employees	150,000 (1,600 in Virginia)
Products or Services to be provided	<ul style="list-style-type: none"> ➤ Design and Implementation of a best-practice process based on Service Delivery environment based on ITIL/ITSM ➤ Technology Innovations ➤ Data Center/Server Consolidation ➤ Enterprise E-mail/Network Design Consulting
Experience of subcontractor in performing the services to be provided	<p>HP has extensive experience in performing the services to be provided to VITA. Examples include:</p> <p><i>USPS Advanced Computing Environment (ACE) Program</i>—Server consolidation, IT infrastructure and computing services, consolidation of enterprise e-mail to 2 data centers, and technology insertion planning</p> <p><i>SAP Application Service Provider (ASP)</i>—Data center hosting and operations services, high availability and disaster recovery, backup, event monitoring and management, and performance management and reporting</p> <p><i>Qwest Data Center Operations</i>—Operations and management services at 7 Qwest data centers; operation and management of multi-platform hosting systems and associated facilities, and network management technology and support</p> <p><i>Pennsylvania State Police Support</i>—Server consolidation/management; consulting and services, and hardware (servers and storage)</p> <p><i>Nokia Data Center Consolidation and Operations</i>—Consolidation of over 2,000 servers and operation of 7 worldwide data centers, delivering business-critical services to over 50,000 users; manage ~4,500 Unix and NT servers (SUN, IBM, and HP)</p>

Subcontractor Name	Hewlett Packard Company
	<p><i>GE Aircraft Systems Infrastructure Management and Support</i>—Unix and NT systems monitoring and management (SUN, HP, IBM, etc.), user access administration, and Exchange administration</p> <p><i>Halliburton SAP Hosting and Managed Services</i>—Hosting and data center operations and management for one of the world's largest SAP environments, and systems and applications consolidation and migration services</p> <p><i>Maryland Motor Vehicle Administration (MVA) Driver Licensing System (DLS) and Point of Sale (POS) Design, Development, and Deployment</i>—Implementation of an object-oriented, client/server based solution that provides a "one stop" customer experience</p> <p><i>DirecTV Data Center Operations and Management</i>—24x7 operations and management of multiple data centers, associated systems and applications, and computing infrastructure</p>
Brief description of project that Vendor has partnered with this subcontractor	<p>In 2004, Northrop Grumman and HP performed approximately \$200M of collaborative business. As a member of the Northrop Grumman Team for the Advanced Weather Interactive Processing System (AWIPS) Contract, HP provides hardware maintenance services to the National Weather Service. Northrop Grumman is both an HP corporate customer and an HP Partner. As an HP Partner, Northrop Grumman is an HP Systems Integrator and Reseller and has obtained the highest status possible as an HP PartnerONE Platinum partner. Northrop Grumman has also achieved HP Enterprise Storage & Server Elite and OpenView Elite statuses. Northrop Grumman uses HP desktop, data center computing products, OpenView management software and consulting services to run their businesses. In 2004, Northrop Grumman was HP Public Sector's largest OpenView, and Enterprise Server, and Services partner. Northrop Grumman has more than 170 individuals who hold over 700 HP Certifications. Together HP and Northrop Grumman have been providing complementary skills through thought leadership and solutions for the past 30 years.</p>
Locations where work to be performed	All work will be performed within the Commonwealth of Virginia.

Exhibit 2.4-3 Hewlett-Packard Company

HP had extensive experience in performing services to be provided to VITA.

2.4.1.2 Gateway, Inc.

Founded in the Midwest in 1985, Gateway has grown to a Fortune 700 company, as one of America's most recognized brands with millions of satisfied customers. The company—previously called Gateway 2000—received national acclaim in 1991 when it introduced its distinctive cow-spotted boxes, a tribute to its farm heritage. In early 2004, the company acquired eMachines, one of the world's fastest growing and most efficient personal computer (PC) makers. Wayne Inouye, a seasoned executive responsible for eMachines' dramatic turnaround, immediately refocused Gateway's efforts on its core PC business and convergence products, moving the headquarters to Irvine, CA. Gateway is the third largest PC company in the U.S. and among the top 10 worldwide, with a strong balance sheet and no long-term debt. The company's value-based eMachines brand is sold exclusively by leading retailers worldwide, while the premium Gateway brand is available through its direct sales force, at major retailers, over the phone, and via Web. Gateway has always been devoted to treating customers with respect while

focusing on service, quality and value. Gateway consistently ranks among the industry's top companies in customer loyalty, an accomplishment the company and its employees prize highly.

Gateway is a "best fit" for VITA requirements because it has more than 20 years of experience serving the technology needs of federal, state, and local government agencies and education institutions, representing more than 37 percent of 2004 annual revenue. One of Gateway's key differentiators is the flexibility to provide "high touch" and customization more cost effectively than many of the other vendors. Gateway has the capability to provide customized configurations and can quickly respond to customer needs. Its world-class Technical Support is U.S.-based and available 24x7x365, and was recently rated #1 by an independent test conducted by Mobile PC (May, 2004). The Northrop Grumman Team will leverage Gateway's desktop deployment and product reclamation capabilities to support a vendor-neutral desktop refresh solution.

Subcontractor Name	Gateway, Inc.
Fiscal 2004 Company Revenue	\$3.6B
Fiscal 2004 Company Net Income	(\$475M) including restructuring, transformation, and integration expenses, post eMachines merger
Company ownership (i.e. private/public, joint venture)	Publicly traded (NYSE: GTW)
Headquarters Location	7565 Irvine Center Drive Irvine, CA 92618-2930
Date Founded	1985
Number of employees	1,900 (7 sales/support staff in Virginia, working exclusively with SWAMs to perform VITA contract services)
Products or Services to be provided	<ul style="list-style-type: none"> ➤ Asset Tracking ➤ Desktop Image Management ➤ Desktop Deployment and Reclamation
Experience of subcontractor in performing the services to be provided	<p>Virginia Department of Social Services Contract: VA-010803-GATE, PC and Services (IDIQ), May 2002–Present (currently \$8M)</p> <p>Background: Virginia Department of Social Services (VADSS) is the largest state agency with 12,000 end-user customers dispersed over 121 locations throughout the Commonwealth. The majority of these locations are at local government buildings. VADSS IT Staff provided all imaging and configuration services before reshipping to the end user.</p> <p>Program Description: In May of 2002, Gateway was selected to provide Lifecycle Services (10,254 configured personal computers (PCs) to date) which includes:</p> <ul style="list-style-type: none"> ➤ Planning and Acquisition Services defined as needs assessment and productivity planning ➤ Custom Integration Services defined as custom imaging, system personalization, custom asset tagging for both PC and monitor, custom reporting, staging, short-term storage, ad-hoc delivery to 121 locations throughout the Commonwealth, tracking and communications to ensure timely delivery, scheduling of installation, and deployment service with the goal of maximizing efficiency and minimizing disruption ➤ Support and Maintenance Services provided through our Account Management Program defined as: <ul style="list-style-type: none"> ▪ Dedicated Gateway Service Account Manager proactively monitoring service incidents ▪ 24x7x365 Priority Access to Advanced Service and Support ▪ Simplified repairs and parts replacement with Priority Access and

Subcontractor Name	Gateway, Inc.
	an Web-based ordering > Quick Response (usually within 30 seconds) from a dedicated, Advanced Team of Certified Technicians Program Benefit: Provided an enterprise platform that would allow for centralized asset management and a pool of pre-configured systems waiting to be assigned to a project location, eliminated the need for state IT staff to perform the customization services allowing for a more end-user focused support, and lowered the total cost of ownership.
Brief description of project that Vendor has partnered with this subcontractor	Gateway has been a subcontractor for Northrop Grumman for various projects throughout the past 7 years. Most recently, Gateway was selected as the only original equipment manufacturer (OEM) that met design specifications for an U.S. Army Intelligence Center opportunity at the most competitive price.
Locations where work to be performed	All work will be performed within the Commonwealth of Virginia.

Exhibit 2.4-4 Gateway

Gateway will provide an enterprise platform that allows for more end-user focused support and lower cost of ownership.

2.4.1.3 MCI, Inc.

Headquartered in McLean, VA, MCI is a leading global communications provider delivering innovative, cost effective, and advanced communications connectivity to businesses, governments, and consumers. With the industry's most expansive global IP backbone (based on the number of company-owned points of presence and wholly owned data networks), MCI develops the converged communications products and services that are the foundation for commerce and communications in today's market. MCI is an established leader in IP network technology and Virtual Private Networking (VPN), delivering VPNs based on private data networks as well as its global Internet backbone, which spans six continents. Its portfolio includes SONET private line, frame relay, ATM, and a full range of dedicated, dial, and value-added Internet services. MCI owns and operates some of the world's most complex and sophisticated custom networks, delivering value for a wide variety of customers and more than 75 U.S. federal government agencies. It also is a premier provider of audio, video, and net conferencing services that enable customers to meet and collaborate remotely to effectively conduct business anywhere, anytime.

MCI is a "best fit" for VITA requirements because it has provided network services to Virginia since 1992. MCI provides the current data network used in the Commonwealth—COVANET. COVANET is one of the most technologically advanced statewide networks in the country, delivering advanced communications services to state agencies, local and county governments, public universities, and schools. **Exhibit 2.4-5** provides an overview of MCI.

Subcontractor Name	MCI, Inc.
Fiscal 2004 Company Revenue	\$20.7B
Fiscal 2004 Company Net Income	\$4B
Company ownership (i.e. private/public, joint venture)	Publicly traded (NASDAQ: MCIP)
Headquarters Location	22001 Loudoun County Parkway Ashburn, VA 20147
Date Founded	1968
Number of employees	40,000 (4,800 in Virginia)

Subcontractor Name	MCI, Inc.
Products or Services to be provided	► Networks
Experience of subcontractor in performing the services to be provided	Through VITA, MCI provides the Commonwealth with an integrated data and voice communications network (COVANET) that takes advantage of the flexibility of IP while serving as the advanced platform of Virginia's ongoing e-government initiatives. COVANET uses MCI's very high performance Backbone Network Service (vBNS+) which allows the Commonwealth to securely and reliably link state organizations together, providing enhanced operational efficiencies and statewide communications.
Brief description of project that Vendor has partnered with this subcontractor	MCI was selected to join the Northrop Grumman Team because of their extensive knowledge of COVANET.
Locations where work to be performed	All work will be performed within the Commonwealth of Virginia.

Exhibit 2.4-5 MCI

MCI currently provides COVANET to the Commonwealth.

2.4.1.4 Booz Allen Hamilton

Booz Allen Hamilton has been at the forefront of management consulting for nearly 90 years. With headquarters in McLean, Virginia and annual sales over \$2.5B, the company employs approximately 10,000 Virginians (63 percent of the firm). Booz Allen's experts deliver global strategy and technology consulting to the world's leading corporations, governments and other public agencies, emerging growth companies, and institutions.

Booz Allen is a "best fit" for VITA requirements because of their extensive experience in helping clients envision and define new operating concepts; create and manage new organizational models; and improve organizational performance. Their global breadth of proficiencies spans functional capabilities with experience in more than 20 industries ranging from high technology to finance to operations, as well as government work with diverse public sector markets. Booz Allen Hamilton helps its clients understand how business trends like globalization, industry consolidation, and discontinuities in traditional markets and products affect their organizations. Booz Allen experts help clients adapt their IT, financial, operational and logistics strategies, systems and processes to create organizations capable of delivering results that endure.

Their multifunctional staff of strategy, information technology, organizational change management, and strategic communications experts is uniquely qualified to work with VITA to help develop organizational strategies and translate those strategies to all functions of the organization. **Exhibit 2.4-6** provides an overview of Booz Allen.

Subcontractor Name	Booz Allen Hamilton
Fiscal 2004 Company Revenue	\$2.53B
Fiscal 2004 Company Net Income	Net Income can be provided directly to the Commonwealth upon request
Company ownership (i.e. private/public, joint venture)	Booz Allen Hamilton Inc. is a privately-held corporation, wholly owned by its approximately 200 officers.
Headquarters Location	8283 Greensboro Drive McLean, Virginia 22102
Date Founded	1914

Subcontractor Name	Booz Allen Hamilton
Number of employees	16,000 total (nearly 10,000 in Virginia)
Products or Services to be provided	<ul style="list-style-type: none"> ➤ Organizational Change Management ➤ Communications and Stakeholder Management ➤ Business Process Reengineering ➤ Support for Workforce Planning ➤ Support for Strategic Planning/Marketing ➤ Support for Performance Management
Experience of subcontractor in performing the services to be provided	<p>Booz Allen combines a deep understanding of the client's mission and environment with expert services and an absolute commitment to client success.</p> <p>The firm's work with government sector clients has significant impact-enhancing the national security, economic well-being, and health and safety of countries around the world. The firm's work in the private sector helps leading corporations enhance their long-term competitive advantage by building capabilities and successfully navigating through critical junctions in their business.</p> <p>Booz Allen provides a broad range of strategy and management consulting, engineering, information technology, and systems development/integration services in both the public and private sectors. The firm has specific experience in transformational change, organizational design, shared services, post-merger integration, governance, alliances, people processes, and cultural change.</p>
Brief description of project that Vendor has partnered with this subcontractor	<p>Northrop Grumman and Booz Allen highly value their teaming partnerships. Through formal contract relationships, as well as informal, indirect relationships Northrop Grumman and Booz Allen work in tandem to deliver excellence in client results and satisfaction.</p> <p>In support of the National Reconnaissance Office's (NRO) Rhapsody contract, Northrop Grumman and Booz Allen have a number of contracts in place with either company acting as the prime or as the subcontractor. There are five active contracts where Booz Allen is a subcontractor to Northrop Grumman, and at least three active contracts where Northrop Grumman is a subcontractor to Booz Allen. Booz Allen activities in support of Northrop Grumman include enterprise architecture development and planning, master schedules development, support of key management review boards, contingency planning, security engineering support, development of requirements, and refinement of the systems engineering management plan.</p> <p>Northrop Grumman and Booz Allen also have numerous informal indirect relationships due to a shared client mission. For the Defense Integrated Military Human Resources Systems (DIMHRS) program, Northrop Grumman and Booz Allen work on the program for interdependent client organizations. Each company has different contractual roles. Northrop Grumman supports the Joint Program Management Office as the DIMHRS system integrator. Booz Allen supports the Joint Requirements and Integration Office in developing system functional requirements and implementing change management and strategic communications. Northrop Grumman and Booz Allen work closely to coordinate across the DIMHRS program for client mission success and satisfaction.</p>
Locations where work to be performed	All work will be performed within the Commonwealth of Virginia.

Exhibit 2.4-6 Booz Allen Hamilton

Booz Allen will play a key role in transformational change.

2.4.1.5 Powell Tate-Weber Shandwick

Powell Tate-Weber Shandwick, one of the world's leading public relations agencies, provides specialized, integrated service that gets results around the nation, and around the world. Powell Tate-Weber Shandwick has built a record of success by focusing on results and providing senior-level client service.

With the nation's most complete network of communications services, Powell Tate-Weber Shandwick combines the following services:

- Media relations
- Media training
- Message development
- Crisis communications
- Grassroots organizing
- Healthcare public affairs
- Ally development and coalition management
- Litigation communication
- Reputation management
- Interactive Public Relations (PR)
- Presentation training
- Attitudinal opinion research
- Editorial services
- Advocacy advertising/creative services

Powell Tate-Weber Shandwick's communications efforts often require reaching government decision-makers—in executive departments, legislatures, regulatory agencies, and the courts. It helps build strategic alliances or mobilize coalitions with interest groups, business organizations, political parties, non-government organizations, labor unions, academia, and others whose opinions matter with the public, with the media, and with decision-makers.

Powell Tate-Weber Shandwick is a “best fit” for VITA requirements because they are Northrop Grumman's corporate partner; we are making them available to VITA because they provide the best value for VITA's external public relations efforts. The person in charge of the effort has worked with Northrop Grumman for the past year to support our efforts with VITA. **Exhibit 2.4-7** provides an overview of Powell Tate-Weber Shandwick.

Subcontractor Name	Powell Tate-Weber Shandwick
Fiscal 2004 Company Revenue	Company Revenue can be provided directly to the Commonwealth on request.
Fiscal 2004 Company Net Income	Net Income can be provided directly to the Commonwealth on request.
Company ownership (i.e. private/public, joint venture)	Privately held
Headquarters Location	700 13th Street, N.W. Washington, DC 20005
Date Founded	1991

Subcontractor Name	Powell Tate-Weber Shandwick
Number of employees	3,000 (employees based in Washington, D.C).
Products or Services to be provided	<ul style="list-style-type: none"> ➤ Public Relations ➤ External Communications
Experience of subcontractor in performing the services to be provided	Powell Tate is one of the world's leading public relations agencies. It was started by Jody Powell, former Press Secretary for President Carter.
Brief description of project that Vendor has partnered with this subcontractor	Powell Tate-Weber Shandwick supports Northrop Grumman Corporation's public relations efforts.
Locations where work to be performed	All work will be performed within the Commonwealth of Virginia.

Exhibit 2.4-7 Powell Tate-Weber Shandwick

This company is one of the world's leading public relations agencies.

2.4.1.6 Virginia BioTechnology Research Park Authority

The Virginia BioTechnology Research Park (VBTRPA) was established in 1992 as a 501(c) (3) not-for-profit operating entity under the laws of the Commonwealth of Virginia. In 1993, the Virginia General Assembly established the Virginia BioTechnology Research Park Authority (VBTRPA), a political subdivision and independent authority, which is a partnership between Virginia Commonwealth University (VCU), the City of Richmond, and the Commonwealth of Virginia. Situated on 34 acres adjacent to VCU's medical campus, the Park employs more than 1,350 people and is home to a unique mix of more than 50 technology companies, research institutes affiliated with the VCU Medical Center, major state and national medical laboratories.

Currently, the Park has 34 private companies and research institutions located in its facilities. These companies and not-for-profit research entities enjoy the most modern, well-equipped laboratory and research spaces available, and can take advantage of the world-class research and capabilities existent at the medical sciences campus of Virginia Commonwealth University/Medical College of Virginia Hospitals.

Virginia BioTechnology Research Park Authority is a "best fit" for VITA requirements because of its public/private partnership experience. VBTRPA has proven to be very successful for the Commonwealth, having worked with McKinney and Company and Whiting-Turner to develop State Infrastructure—Department of Consolidated Laboratory Services (DCLS), and it provides an ability to finance items under a tax-exempt status. With VITA's selection of the Northrop Grumman Team, it will be assisting the VBTRPA to extend its reach to a new technology par in **Redacted** Exhibit 2.4-8 provides an overview of VBTRPA.

Subcontractor Name	Virginia BioTechnology Research Park Authority
Fiscal 2004 Company Revenue	Revenue can be provided directly to the Commonwealth upon request
Fiscal 2004 Company Net Income	Net Income can be provided directly to the Commonwealth upon request
Company ownership (i.e. private/public, joint venture)	Privately held (Virginia BioTechnology Research Park Authority is a partnership between VCU, the City of Richmond, and the Commonwealth of Virginia).
Headquarters Location	Virginia BioTechnology Research Park 800 East Leigh Street Richmond, VA 23219
Date Founded	1992
Number of employees	1,350 in Virginia
Products or Services to be provided	<ul style="list-style-type: none"> ➤ Development Management ➤ Construction Management ➤ Facilities Management
Experience of subcontractor in performing the services to be provided	VBTRPA mission includes developing programs, initiatives, and facilities that lead to the creation of new jobs, companies, and investments resulting in enhanced economic opportunities. Acknowledging the trend of technology "convergence," VBTRPA has expanded its mission to accommodate advanced technologies that contribute to Virginia's reputation as a leading center in technology. To date, approximately 51 companies have started in the Research Park, including 18 from VCU. The Park has "graduated" a number of companies from its incubator facility, 3 of which are now successful, publicly traded companies. The Park also has affiliations with 2 satellite parks in Henrico and Chesterfield Counties.
Brief description of project that Vendor has partnered with this subcontractor	This will be the first time Northrop Grumman and the VBTRPA will have partnered; VBTRPA worked with McKinney and Company and Whiting-Turner to develop the DCLS.
Locations where work to be performed	Work will be performed in Richmond, Virginia.

Exhibit 2.4-8 Virginia BioTechnology Research Park Authority
VBTRPA is a dynamic partner in creating economic opportunity in Virginia.

2.4.1.7 McKinney and Company

McKinney and Company is a full service, multi-discipline professional services firm that offers complete services from planning and design through construction and operations. Its principal practice area is the planning and design of corporate, industrial, manufacturing, and distribution facilities. Its full service building design work, which currently averages more than 2 million square feet annually, includes land planning and landscape architecture, geotechnical, environmental, civil, architecture, structural, mechanical and electrical engineering.

McKinney and Company is widely recognized for its extensive experience in design and construction services for laboratory, high technology, manufacturing, assembly, corporate, laboratory and distribution facilities. It is also experienced in the adaptive rehabilitation of existing buildings for these same purposes.

McKinney and Company is a "best fit" for VITA requirements because it has an established relationship with Whiting-Turner and the VBTRPA in developing the Virginia Division of Consolidated Laboratories (DCLS). It also has extensive public sector experience in Virginia. It

has performed economic development and industrial development design and consultation work for the following public organizations and local governments: Roanoke County, Bedford County, Montgomery County, Caroline County, Hanover County, Henrico County, James City County, Prince Edward County and Virginia Economic Development Partnership, York County. **Exhibit 2.4-9** provides an overview of McKinney and Company.

Subcontractor Name	McKinney and Company
Fiscal 2004 Company Revenue	Revenue can be provided directly to the Commonwealth upon request
Fiscal 2004 Company Net Income	Net Income can be provided directly to the Commonwealth upon request
Company ownership (i.e. private/public, joint venture)	Private C Corporation
Headquarters Location	100 South Railroad Avenue Ashland, VA 23005
Date Founded	1979
Number of employees	82 (64 in Virginia)
Products or Services to be provided	Architecture and engineering professional services
Experience of subcontractor in performing the services to be provided	Two relevant projects include: <ul style="list-style-type: none"> ➤ Construction of a 160,000 sq. ft. Design/Build Call Center at Capital One James River Center 2 in Richmond. This is a single story building with pre-cast wall panels, SOG, and full site work package, with a full tenant upgrade and fully accessible floor, kitchen, and cafeteria; total project cost was \$15.5M. ➤ Under the direction of the Virginia BioTechnology Research Park, design and construction of Biotech Six, a \$63M, 191,000 sq. ft. office and laboratory facility that houses the Virginia Division of Consolidated Laboratories (DCLS) in Richmond. The building is a 4-story plus penthouse, cast-in-place concrete structure that occupies a full city block. The project included a 210-space public parking structure, owned and operated by the City of Richmond.
Brief description of project that Vendor has partnered with this subcontractor	This will be the first time Northrop Grumman and McKinney and Company have partnered; McKinney and Company worked with the VBTRPA and Whiting-Turner to develop the DCLS.
Locations where work to be performed	All work will be performed within the Commonwealth of Virginia.

Exhibit 2.4-9 McKinney and Company

This company is widely recognized for its extensive experience in design and construction services.

2.4.1.8 Whiting-Turner

Whiting-Turner is a full-service construction company offering superior quality preconstruction services, conceptual budgeting, construction, value engineering, certification, and fit-up for clients nationwide. Based on Virginia Business' List of Leaders March 2005 report, it is the 3rd largest general contractor in Virginia, with \$230M of work put in place. Its project managers and engineers are career Whiting-Turner professionals trained in techniques, products, and applications for computer rooms and other specialized environments for a wide range of industries. From shutdown assignments to turnkey project management, Whiting-Turner brings intelligent and innovative approaches to every job it does. Its commitment to client service is underscored by its record for completing every project on time and within budget. Its management team is knowledgeable, tested, and proven, on both large and small projects, under

a wide variety of circumstances. Whiting-Turner routinely meets the needs of corporate, private, and institutional clients on projects regardless of size, scope, or location over a diverse range of market segments.

Whiting-Turner is a regional leader in the industry through its commitment to customer satisfaction and its policy of honesty, integrity, and professionalism. It provides clients with a wide range of construction delivery system options. Its project management personnel are thoroughly cross-trained in all construction-related services. It can be called on at any stage of a project to deliver valuable decision-making input.

Whiting-Turner is a “best fit” for VITA requirements because of its established relationship with McKinney and Company and the VBTRPA in developing the DCLS. In addition, Whiting-Turner is actively committed to promoting the use, development, and encouragement of SWAMs in the construction industry in Virginia. For over 30 years, it has assisted disadvantaged companies in organizing and obtaining contracts, both as general contractors and subcontractors. Since its inception in 1985, Whiting-Turner has sponsored the Virginia Business Opportunity Fair, and has twice received the Corporation of the Year award from the Virginia Minority Supplier Development Council (VMSDC). **Exhibit 2.4-10** provides an overview of Whiting-Turner.

Subcontractor Name	Whiting-Turner
Fiscal 2004 Company Revenue	Revenue can be provided directly to the Commonwealth upon request
Fiscal 2004 Company Net Income	Net Income can be provided directly to the Commonwealth upon request
Company ownership (i.e. private/public, joint venture)	Privately held
Headquarters Location	300 East Joppa Road Baltimore, MD 21286
Date Founded	1909
Number of employees	1,554 total (55+ in Virginia)
Products or Services to be provided	► General Contracting and Construction Management
Experience of subcontractor in performing the services to be provided	Whiting-Turner has extensive experience in the public sector arena, including the following projects: ► University of Virginia, Darden Graduate School of Business, Charlottesville, Virginia —Constructed a 71,000 sq. ft., 4-story building (with attic) attaching to an existing building. The \$39M building is structural steel frame with brick and block exterior. It includes a 470-seat auditorium, full-scale institutional kitchen, and a 400-seat dining facility, as well as office space. Darden has high-end finishes, including extensive millwork. ► National Institutes of Health, Bethesda, Maryland —For the National Cancer Institute, Whiting-Turner completed the third phase of renovation and modernization of an occupied 6-story research laboratory building totaling 282,000 sq. ft. The \$42M project includes mechanical penthouse, 2 new stair/elevator cores, sixth-floor renovation and e-vaults. For the Porter Neuroscience Research Center Phase I and II program at NIH, Whiting-Turner constructed a \$112M, 5-story, 265,000 sq. ft. research laboratory for several institutes. Facility includes a 30,000 sq. ft. rodent vivarium, complete kitchen and cafeteria, extensive casework, and autoclaves. Also included are

Subcontractor Name	Whiting-Turner
	<p>environmental rooms, fume hoods, bio-safety cabinets, and Heating, Ventilation, and Cooling (HVAC) systems. Phase I is constructed so that a 6-story Phase II can be added at a later date. The total project value, including Phase II, is \$300M.</p> <ul style="list-style-type: none"> ➤ City of Richmond Community Development Authority, Richmond, Virginia—Projects totaling \$23.4M, including extensive demolition, parking deck restoration, and street infrastructure ➤ DCLS Laboratory for Virginia BioTechnology Research Park—Constructed a 4-story plus penthouse, cast-in-place concrete structure in an urban setting that occupies a full city block.
Brief description of project that Vendor has partnered with this subcontractor	This will be the first time Northrop Grumman and Whiting-Turner will partner; Whiting-Turner worked with McKinney and Company and the VBTRPA to develop the DCLS.
Locations where work to be performed	All work will be performed within the Commonwealth of Virginia.

Exhibit 2.4-10 Whiting-Turner

This company is actively committed to promoting the use, development, and encouragement of SWAMs in the construction industry.

2.4.1.9 Lee Technologies

Lee Technologies has been helping businesses ensure uninterrupted operations at mission-critical facilities since 1983. Its products, services, and strategies maximize uptime for the infrastructure that powers and protects today's most advanced data and communications centers. Lee Technologies is a full-service solutions provider of mission-critical data center infrastructure, providing electrical and mechanical data center equipment, design/implementation services, integration, commissioning, operations and maintenance, and on-site technical staffing. At its headquarters in Fairfax, Virginia, it also remotely monitors mission-critical facilities across the nation 24x7 from its National Operations Center. **Exhibit 2.4-11** provides an overview of Lee Technologies.

Subcontractor Name	Lee Technologies
Fiscal 2004 Company Revenue	Revenue can be provided directly to the Commonwealth upon request
Fiscal 2004 Company Net Income	Net Income can be provided directly to the Commonwealth upon request
Company ownership (i.e. private/public, joint venture)	Privately held
Headquarters Location	12150 Monument Drive, Suite 150 Fairfax, VA 22033
Date Founded	1983
Number of employees	146 in Virginia
Products or Services to be provided	Facilities Commissioning Facilities Maintenance
Experience of subcontractor in performing the services to be provided	Lee Technologies has extensive, nationwide experience in the areas of mission-critical facilities, product sales (i.e., Uninterruptible Power Supply (UPS), generators, air conditioning (A/C) units, power distribution, etc.), facilities management, and site commissioning.

Subcontractor Name	Lee Technologies
Brief description of project that Vendor has partnered with this subcontractor	While Northrop Grumman has not worked with this company previously, Lee Technologies was selected because of their Commonwealth-based experience in facilities maintenance.
Locations where work to be performed	All work will be performed within the Commonwealth of Virginia.

Exhibit 2.4-11 Lee Technologies

This company has a well-established reputation for helping businesses ensure uninterrupted operations at mission-critical facilities.

2.4.1.10 JPMorganChase

JPMorganChase is a leading global financial services firm with assets of \$1.1T and operations in more than 50 countries. The firm is a leader in investment banking, financial services for consumers and businesses, financial transaction processing, asset and wealth management, and private equity. Under the JPMorgan, Chase, and Bank One brands, the firm serves millions of consumers in the U.S. and many of the world's most prominent corporate, institutional, and government clients. JPMorganChase clients include the world's most prominent corporations, governments, wealthy individuals, and institutional investors.

JPMorgan Chase & Co. is a "best fit" for VITA requirements because of its experience with the Commonwealth of Virginia. Since January 1, 2000, JPMorganChase has served as an underwriter or credit enhancement provider for over \$3.9B of transactions for major issuers located within the Commonwealth. **Exhibit 2.4-12** provides an overview of JPMorganChase.

Subcontractor Name	JPMorganChase
Fiscal 2004 Company Revenue	\$57.3B
Fiscal 2004 Company Net Income	\$6.5B
Company ownership (i.e. private/public, joint venture)	Publicly traded (NYSE: JPM)
Headquarters Location	270 Park Avenue New York, NY 10017-2070
Date Founded	JPMorgan Chase was created on July 1, 2004, on completion of the holding company merger between J.P. Morgan Chase & Co. and Bank One Corporation.
Number of employees	164,400 (290 in Virginia)
Products or Services to be provided	<ul style="list-style-type: none"> ➤ Construction/Development Financing ➤ Technology Refresh Financing
Experience of subcontractor in performing the services to be provided	JPMorganChase is a world leader as a financing partner. Since January 1, 2000, JPMorgan has served as underwriter or credit enhancement provider for over \$3.9B of transactions for major issuers located within the Commonwealth of Virginia, including a \$223M issue for the Commonwealth in October 2000 and a \$329M issue for Fairfax County in April, 2004. It provides investment banking services to several major issuers in Virginia, including the Commonwealth of Virginia, City of Richmond, Loudon County, Arlington County, Fairfax County, Norfolk, Roanoke Industrial Development Authority, and institutions such as Old Dominion Electric Corporation and Carillon Health System.

Subcontractor Name	JPMorganChase
Brief description of project that Vendor has partnered with this subcontractor	Northrop Grumman has experienced a long-term, mutually beneficial business relationship with JPMorgan.
Locations where work to be performed	All work will be performed within the Commonwealth of Virginia

Exhibit 2.4-12 JPMorganChase

Since January 1, 2000, this company has served as an underwriter or credit enhancement provider for over \$3.9B of transactions for major issuers located within the Commonwealth.

2.4.1.11 Morgan Keegan & Company, Inc.

Morgan Keegan & Company is a premier regional investment firm offering full-service investment banking, securities brokerage, and trust and asset management. Morgan Keegan serves the diverse financial needs of individual investors, corporate, and institutional clients throughout the U.S. and abroad. Morgan Keegan has over 240 offices in 18 states, more than 3,000 employees and \$480M in equity capital.

As a subsidiary of Regions Financial Corporation, Morgan Keegan is partnered with one of the nation's Top 15 financial services providers with \$84B in assets. Banking services are provided through some 1,400 Regions Bank and Union Planters Bank locations across a 15-state geographic footprint in the South, Midwest and Texas; Morgan Keegan Financial Advisors provide comprehensive financial services in many of these locations. Regions Financial, the parent company of Regions Bank, Union Planters and Morgan Keegan, is listed on the New York Stock Exchange (symbol: RF) and ranks on both the Forbes 500 and Fortune 500 listings of America's largest companies.

Morgan Keegan & Company is a "best fit" for VITA requirements because it is a recognized leader in public finance, both nationally and in Virginia. Mr. Ron Tillet, the Managing Director of Morgan Keegan's Richmond office, spent 24 years in public service to Virginia, serving as the Secretary of Finance and then State Treasurer in the administration's of four Virginia governors. **Exhibit 2.4-13** provides an overview of Morgan Keegan.

Subcontractor Name	Morgan Keegan
Fiscal 2004 Company Revenue	\$727M
Fiscal 2004 Company Net Income	\$83.6M
Company ownership (i.e. private/public, joint venture)	Regions Financial, the parent company of Regions Bank, Union Planters, and Morgan Keegan, is listed on the New York Stock Exchange (NYSE: RF)
Headquarters Location	Morgan Keegan Tower 50 North Front Street Memphis, TN 38103
Date Founded	1969
Number of employees	3,000 total (35 in Virginia)
Products or Services to be provided	Financing Support

Subcontractor Name	Morgan Keegan
Experience of subcontractor in performing the services to be provided	Morgan Keegan has proven experience in public/private financing in Virginia. They have supported VITA initiatives, as well as initiatives with the Virginia Department of Corrections Prison Expansion, the Belmont Bay Science Center, and local government school projects.
Brief description of project that Vendor has partnered with this subcontractor	This will be the first time Northrop Grumman and Morgan Keegan will partner. It is on the Team because of its expertise in public/private financing in Virginia, in particular with VITA.
Locations where work to be performed	Financial support will be provided from a site located in Richmond, Virginia.

Exhibit 2.4-13 Morgan Keegan

This company is a recognized leader in public finance, both nationally and in Virginia.

2.4.1.12 Hunton & Williams

Hunton & Williams LLP provides clients with experience and advice in virtually every discipline of the law. It coordinates multifaceted teams in negotiation, dispute resolution, and transactions. With 850 lawyers in 17 offices across the U.S., it can respond knowledgeably, effectively and quickly, whether the issue is local, regional or national. Clients can expect its lawyers to be responsive, attentive and flexible, and to communicate on a regular basis and in understandable terms. This approach manifests itself in many ways, from assuring that telephone calls are returned promptly to identifying cost savings that the client might not have previously considered. Within the firm are graduates of more than 65 law schools and more than 100 colleges and universities. Their diverse backgrounds are united by Hunton & Williams' commitment to provide clients with quality legal services.

Hunton & Williams is a "best fit" for VITA requirements because it is the largest law firm in Virginia, with expertise in financing structures. It is the bonding expert for the VBTRPA.

Exhibit 2.4-14 provides an overview of Hunton & Williams.

Subcontractor Name	Hunton & Williams, LLP
Fiscal 2004 Company Revenue	Company Revenue can be provided directly to the Commonwealth on request.
Fiscal 2004 Company Net Income	Net Income can be provided directly to the Commonwealth on request.
Company ownership (i.e. private/public, joint venture)	Privately held Limited Liability Partnership (LLP)
Headquarters Location	Riverfront Plaza, East Tower 951 East Byrd Street Richmond, Virginia 23219-4074
Date Founded	1901
Number of employees	850 total (322 in Virginia)
Products or Services to be provided	Financing/Legal Analysis
Experience of subcontractor in performing the services to be provided	Hunton & Williams is the bonding expert for the VBTRPA and experts in financing structures. Its public finance practice reflects experience in addressing virtually every significant legal issue that affects both government financing and tax-exempt financing for private entities. Hunton & Williams has assisted in the development of financing techniques that allow the public sector to leverage private investment in much-needed public infrastructure.

Subcontractor Name	Hunton & Williams, LLP
Brief description of project that Vendor has partnered with this subcontractor	Northrop Grumman has a long history of partnering with Hunton & Williams. It has provided legal services to the company in Virginia for many years.
Locations where work to be performed	All work will be performed within the Commonwealth of Virginia.

Exhibit 2.4-14 Hunton & Williams

This company is the largest law firm in Virginia, with expertise in financing structures.

2.4.2 Using SWAMs

Three Virginia-certified SWAMs are part of the Northrop Grumman Team, and will provide valuable services across a host of technical areas. We selected these SWAMs because of their dedicated service to the Commonwealth and their history of supporting the sound use of technology. Our identified SWAM partners are:

- Knowledge Information Services (KIS), a woman-owned small business based in Virginia Beach
- Networking Technologies and Support, a minority-owned small business based in Richmond.
- Dataline, Inc., a woman-owned minority small business based in Norfolk.

Exhibit 2.4-15 contains a brief overview of each company.

Company	Overview
Knowledge Information Solutions (KIS)	KIS is a \$19M, small, minority- and woman-owned, 8(a) company headquartered in Virginia Beach, VA that provides customer-centric, proven IT solutions, quality IT products, IT services, and IT support to commercial, federal, state, and local government organizations. The company employs more than 75 highly-trained personnel who perform quality services for IT installation, maintenance, outsourcing, network design, computer products, training, and full-system service support.
Network Technologies and Support (NTS)	NTS is a \$7.8M minority-owned small business headquartered in Richmond, and certified with the Virginia Regional Minority supplier Diversity Council and the Commonwealth of Virginia's Department of Minority Business Enterprises. NTS is a full-service systems integrator that provides customized computer hardware maintenance, network integration design and support, enterprise security solutions, storage area network, product procurement, enterprise deployment services, and staff augmentation services.
Dataline, Inc.	Dataline is a small, minority- and woman-owned company headquartered in Norfolk, VA with offices in Richmond, McLean, and elsewhere in the Southeast. Dataline is a fast-growing professional IT services organization with 350 employees; it is the largest, most successful woman-owned minority company focused on IT in Virginia.

Exhibit 2.4-15 Northrop Grumman Primary SWAM Subcontractor Overview

We selected our SWAMs based on their technical capabilities and commitment to growing small business participation in IT.

Northrop Grumman's Program Management Office (PMO) will include an Economic Development Office dedicated to promoting economic development across Virginia. This new organization will work with the Commonwealth to serve as a small-business liaison office to promote SWAM businesses. We will set up a cooperative program with Virginia so that VA-based SWAMs will receive both VITA and non-VITA Northrop Grumman work within the state. This SWAM program will be developed along the lines of the successful Northrop Grumman

Department of Defense Mentor-Protégé program, creating a similar program that is specific to Virginia. We will use this program throughout the effort, and plan to mentor 1 to 2 SWAMs per year. We have done this successfully in other states. In Montana, we used a similar program to develop various business arrangements with 182 Montana vendors in support of Northrop Grumman's Northwest Engagement Center in Helena.

A growing number of SWAMs have expressed interest in working with the Northrop Grumman Team on this program. We currently have a large databank of SWAM-qualified companies that includes:

- CEXEC
- CodeX
- Agile Quest
- VA Packet Systems
- O'Neill Systems
- NEW WORLD APPS, Inc.
- Bancroft Hall Associates, LLC
- Global Gateway Consulting, Inc.
- Leading Edge Systems Richmond
- Mindbank Consulting Group
- Ai Metrix, Inc.
- New World Apps, Inc.
- Symmetry Services Group

In addition, we have received commitments from our other team members to maximize the participation of SWAM subcontractors in their areas of responsibility; this commitment is part of each team member's teaming agreement.

2.4.2.1 Knowledge Information Solutions (KIS)

Knowledge Information Solutions, a \$19M company with headquarters in Virginia Beach, Virginia, employs more than 75 highly-trained personnel dedicated to providing unsurpassed, customer-centric proven IT solutions, quality IT products, IT services, and IT support to commercial, federal, state, and local government organizations. KIS is a small, minority- and woman-owned, 8(a), experienced, federal contractor that has supplemented its core IT competencies with the world-class IT capabilities and logistics management of several large prime partners such as EG&G, Northrop Grumman (Northrop Grumman allied with its commercial partnerships), and Science Applications International Corporation (SAIC) to name a few. The company provides quality services for IT installation, maintenance, outsourcing, network design, computer products, training, and full-system service support, with qualified small-business eligibility status.

With the large business partners, KIS has structured a talented consortium of strategic leading-edge small business, small disadvantaged business, veteran-owned businesses, and women-owned business partnerships, that when viewed from a customer's perspective, provide a large company capability to offer its customers a complete solution to any IT architecture or

infrastructure related situation. With its small business partner network, KIS has the capability to present complete solutions to customer requirements.

Knowledge Information Solutions is a “best fit” for VITA requirements because it brings a strong knowledge of Commonwealth operations, as the Chief Executive Officer (CEO), Catherine Giordano, is the former Commissioner of the Alcoholic Beverage Control Board. KIS is active in the Virginia community and helps to bring better government to Virginia. Ms. Giordano serves on the Virginia Research and Technology Advisory Commission (VRTAC), and is a founding member of Women Impacting Public Policy (WIPP). In 2003, she was awarded the WIPP Office Depot Businesswoman of the Year. Because of her efforts, KIS was a finalist for the 2004 Ernst & Young Entrepreneur of the Year Award. **Exhibit 2.4-16** provides an overview of KIS.

Subcontractor Name	Knowledge Information Solutions
Fiscal 2004 Company Revenue	\$19.5M
Fiscal 2004 Company Net Income	Net Income can be provided directly to the Commonwealth upon request
Company ownership (i.e. private/public, joint venture)	Privately held
Headquarters Location	2877 Guardian Lane, Suite 201 Virginia Beach, VA 23452
Date Founded	1983
Number of employees	92 total (48 in Virginia)
Products or Services to be provided	<ul style="list-style-type: none"> ➤ Managed Services Staffing ➤ SWAM Outreach Advisor Training
Experience of subcontractor in performing the services to be provided	KIS A+ Certified technical staff provides a wide range of services ranging from bench and on-site repair services, network integration solutions, and Web/Internet Services Provider (ISP) services. KIS provides Seat Management services to the Colonial Williamsburg Foundation and provided IT products and Seat Management services to the City of Virginia Beach for 8 years.
Brief description of project that Vendor has partnered with this subcontractor	KIS is a partner on the Northrop Grumman Advanced IT Resource Services Contract with VITA.
Locations where work to be performed	All work will be performed within the Commonwealth of Virginia.

Exhibit 2.4-16 Knowledge Information Solutions

This company brings a strong knowledge of Commonwealth operations.

2.4.2.2 Networking Technologies and Support, Inc.

Networking Technologies and Support, Inc., is a full-service systems integrator providing customers with a single source for a broad range of high-technology products and services. Having established a record for high performance, competitive pricing, and financial stability, the company counts some of the largest and most prestigious businesses in the Mid-Atlantic region among its growing list of clients. Because of this, NTS is positioned to be a key contributor to the region’s growth as a center of high-tech business activity. NTS’ services have evolved into an interrelated set of offerings focused around customized computer hardware maintenance, network integration design and support, enterprise security solutions, storage area networks, product procurement, enterprise deployment services, and staff augmentation services.

NTS is a minority-owned business certified with the Virginia Regional Minority Supplier Diversity Council and the Commonwealth of Virginia's Department of Minority Business Enterprises. NTS is also a member in good standing of the Virginia Chamber of Commerce, the Greater Richmond Chamber of Commerce, and the Better Business Bureau of Richmond.

Networking Technologies and Support is a "best fit" for VITA requirements because the company is already providing essentially the same services to the Commonwealth. For the past 6 years, NTS has been engaged with Department of Information Technology/VITA to support agency locations across the entire state, providing exemplary support services to the Department of Motor Vehicles (DMV), Department of Conservation and Recreation, the Virginia Lottery, and others. NTS has an established track record of adhering to stringent Service Level Agreements, and has developed a dependable support infrastructure that is scalable to meet VITA's growing needs. **Exhibit 2.4-17** provides an overview of NTS.

Subcontractor Name	Networking Technologies and Support, Inc. (NTS)
Fiscal 2004 Company Revenue	\$7.8M
Fiscal 2004 Company Net Income	Net Income can be provided directly to the Commonwealth upon request
Company ownership (i.e. private/public, joint venture)	Privately held
Headquarters Location	14421 Justice Road, Midlothian, VA 23113
Date Founded	1997
Number of employees	80+ in Virginia
Products or Services to be provided	<ul style="list-style-type: none"> ➤ Training ➤ Certification ➤ Managed Services Staffing
Experience of subcontractor in performing the services to be provided	NTS is a full service systems integrator providing a broad range of high-technology products and services. NTS is a minority-owned business certified with the Virginia Regional Minority Supplier Diversity Council and the Commonwealth of Virginia's Department of Minority Business Enterprises. NTS is in its 3rd year providing remedial hardware maintenance to the Virginia Department of Motor Vehicles (DMV).
Brief description of project that Vendor has partnered with this subcontractor	NTS has been a Northrop Grumman teaming partner for more than 1 year. The latest teaming relationship included NTS providing \$2 million in Sun Microsystems equipment in support of the Army Knowledge Online (AKO) system.
Locations where work to be performed	All work will be performed within the Commonwealth of Virginia

Exhibit 2.4-17 Networking Technologies and Support Inc.

This company is already providing essentially the same services to the Commonwealth.

2.4.2.3 Dataline

Dataline Inc. is a registered woman-owned minority IT integrator that provides engineering, technical, telecommunications and IT services for customers in the commercial and government sectors. **Exhibit 2.4-18** provides an overview of Dataline.

Subcontractor Name	Dataline, Inc.
Fiscal 2004 Company Revenue	\$83M
Fiscal 2004 Company Net Income	Net Income can be provided directly to the Commonwealth upon request
Company ownership (i.e. private/public, joint venture)	Privately held
Headquarters Location	2551 Eltham Ave., Suite O Norfolk, VA 23513
Date Founded	1990
Number of employees	350 (majority in Virginia)
Products or Services to be provided	<ul style="list-style-type: none"> ➤ Storage ➤ Server Consolidation ➤ Enterprise Systems Management
Experience of subcontractor in performing the services to be provided	Through a VITA contract awarded in 2004, Dataline supplies enterprise storage products and services to state agencies, institutions, and other public bodies. Dataline assesses, designs, and implements enterprise-class solutions for data protection, storage consolidation, disaster recovery, and other mission-critical storage-related requirements. They have 10 years of experience providing IT services to the cities of Virginia Beach, Norfolk, Chesapeake, Portsmouth, Hampton, and Newport News, as well as Henrico, Chesterfield, and James City Counties, and many agencies within the Commonwealth.
Brief description of project that Vendor has partnered with this subcontractor	Dataline has been a Northrop Grumman teaming partner for more than 7 years. On the NMCI project Dataline provides tape backups, storage and retrieval services.
Locations where work to be performed	All work will be performed within the Commonwealth of Virginia.

Exhibit 2.4-18 Dataline

Through a 2004 VITA contract, Dataline supplies enterprise storage products and services to Commonwealth agencies, institutions, and other public bodies.

2.4.3 Other Vendors

Throughout the contract, the Northrop Grumman Team will be using the products and services of many vendors **Redacted** that will generate a positive economic impact in both areas. The Team will be purchasing materials, labor, and services during both the construction and operational phases of the project. The additional high technology jobs created will generate additional demand for local goods and services, as well as increase the tax base for the areas. As VITA's needs change and grow, we will be establishing business relationships with additional local vendors.

During the Construction phase, our General Contractor, Whiting-Turner, will make extensive use of local resources, particularly trade contractors and suppliers. During the operational phase, staff at the facilities will be using businesses and services in their local communities.

2.5 References

Instructions to Vendors: Provide at least five references of customers (preferably customers comparable to Commonwealth) with comparable scope of service. ***Note that this section should be provided to Commonwealth before the Proposal Due Date (See Detailed Proposal Rules for due date).***

Submitted to Web Address